

Message Text

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11

ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /017 W

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O R 200910Z AUG 74

FM AMEMBASSY ABU DHABI

TO US DOC IMMEDIATE

INFO SECSTATE WASHDC 1948

C O N F I D E N T I A L ABU DHABI 1120

E.O. 11652: N/A

TAGS: BBAK, TC

SUBJECT: BUILDING BLOCK MODULES, INC. (BBMI)

REF: A. ABU DHABI 839; B. USDOC 10408.

1. REF A REQUESTED, FOR EMBASSY'S OWN INFORMATION, BONA FIDES OF SUBJECT US FIRM WHICH HAS SUCCESSFULLY BID FOR PORTION OF ABU DHABI LOW-COST HOUSING PROJECT. US FIRM HAS UNDERTAKEN SUPPLY 1000 PRE-FAB HOUSING UNITS AT 20,000 DOLLARS EACH.

2. SHAIKH SUROOR, ACTING MINISTER PUBLIC WORKS AND KEY OFFICIAL IN ABU DHABI GOVERNMENT (ADG)--HE IS CHAIRMAN, DEPARTMENT WATER AND ELECTRICITY AND DIWAN (I.E. CHIEF OF STAFF) IN ABU DHABI RULER'S PALACE AMONG OTHER FUNCTIONS--HAS NOW REQUESTED INFORMATION ON BBMI PRIOR TO SIGNING CONTRACT. EMBASSY BELIEVES THAT WE MUST RESPOND TO THIS REQUEST--IN FACT FAILURE TO DO SO WOULD ALMOST CERTAINLY SERVE UNDERCUT BBMI. MOREOVER IN TERMS OF MAINTAINING OUR CREDIBILITY AND INTEGRITY WITH ADG--WITH MILLIONS DOLLARS POTENTIAL FUTURE COMMERCIAL BUSINESS IN MIND--WE CANNOT AFFORD WHITEWASH FIRM IF PAST RECORD WOULD INDICATE IT MAY FAIL FULFILL CONTRACT. ON OTHER HAND, WE BY NO MEANS TAKE LIGHTLY POSSIBILITY OUR REPORT TO SHAIKH SUROOR COULD COST US FIRM 20 MILLION DOLLARS CONTRACT.

3. GIVEN THIS SITUATION EMBASSY URGENTLY REQUESTS ANY ADDITIONAL INFO (BEYOND THAT REF B) THAT MAY BE AVAILABLE ON
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BBMI. IF CONTENTS REF B TURNED OVER TO ADG SEEMS CERTAIN

BBMI WOULD LOOSE CONTRACT. AND YET IT MAY NOT GIVE FULL STORY. WE NOTE, FOR EXAMPLE, THAT PARAS 8-11, REF B REFER TO BUILDING BLOCK INVESTMENT GROUP, OF WHICH BBMI IS GENERAL PARTNER. IS SAME INFORMATION AVAILABLE FOR BBMI ONLY? ARE THERE ANY EXTENUATING CIRCUMSTANCES OR OTHER FACTS WHICH WOULD JUSTIFY NOT MENTIONING BREACH OF CONTRACT JUDGEMENT AGAINST BBMI? IS THERE ANY INFORMATION REGARDING OTHER CONTRACTS--SPECIFICALLY OF MAGNITUDE THAT FIRM IN LINE FOR HERE--WHICH BBMI HAS SUCCESSFULLY FULFILLED? AND WHEN? IN SHORT, EMBASSY NEEDS SOONEST ANY INFORMATION WHICH WOULD ESTABLISH BBMI'S REPUTATION FOR RELIABILITY AND SOLVENCY.

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